

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 7017

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E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: TARC CONTRACT FOR GERMAN ATC SERVICE

REF: (A) BONN 15871; (B) 13757

1. BURROUGHS REP BODENHAUSER TELEPHONED FROM THE US TO INFORM US THAT HE HAD RECEIVED A LETTER FROM THE FRG BUNDESANSTALT FOR FLUGSICHERUNG (BFS) INVITING BURROUGHS TO BEGIN NEGOTIATING A CONTRACT FOR THE INSTALLATION OF THE TARK ATC SYSTEM. BODENHAUSER, THEREFORE, CONCLUDED THAT BURROUGHS HAD BEEN SELECTED AS THE PRINCIPAL CONTRACTOR FOR THE TARK SYSTEM.

2. BASED ON A SUBSEQUENT CONVERSATION WITH A SENIOR

BFS OFFICIAL, IT NOW APPEARS THAT THE BFS HAD, IN FACT, NOT MADE ITS FINAL SELECTION BUT ONLY NARROWED THE FIELD TO THREE US COMPANIES -- BURROUGHS, IBM AND UNIVAC. ACCORDING TO OUR BFS SOURCE, TARK PROCUREMENT HAD ENTERED A PRE-CONTRACTUAL NEGOTIATING PHASE DURING WHICH THE REMAINING CONTENDERS WOULD BE REQUIRED TO FURTHER REFINE THEIR BIDS. THE NEGOTIATIONS BETWEEN THE COMPANIES AND THE BFS WILL BE BASED ON A TARK SYSTEMS DEFINITION TO BE DEVELOPED BY A US

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CONTRACTOR -- CSE. (THE LATTER RECENTLY SIGNED A SEVEN

MILLION DM ENGINEERING SUPPORT CONTRACT WITH THE BFS.)
THE BFS NOW ESTIMATES THAT THE NEGOTIATING PHASE COULD
LAST ANOTHER 12 TO 18 MONTHS AFTER WHICH A FINAL
CONTRACT WILL BE SIGNED. OUR CONTACT DID NOT PRECLUDE
THE POSSIBILITY THAT MORE THAN ONE OF THE REMAINING
FIRMS COULD PARTICIPATE IN THE PROJECT.

3. ACTION REQUESTED: THE DEPARTMENT MIGHT CONSIDER
PASSING THE SUBSTANCE OF THE ABOVE TO BURROUGHS AND THE
OTHER AMERICAN COMPANIES INVOLVED. (NEITHER UNIVAC NOR
IBM HAVE APPROACHED THE EMBASSY ON THEIR INTEREST IN
THE TARK CONTRACT.)
CASH

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